

Message Text

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UNCLAS HELSINKI 1536

E.O. 11652: N/A

TAGS: BTIO, XZ

SUBJECT: EXPORT DEVELOPMENT: CONSTRUCTION OF EIGHT
6,000-TON DRY CARGO VESSELS IN US SHIPYARDS

REF: 1. PITKIN-MARITIME ADMINISTRATION LETTER 25,
JULY 1974 TO HOLBROOK

2. HOLBROOK LETTER JULY 1 TO PITKIN

1. GUIDANCE CONTAINED IN REFERENCE LETTER FROM PITKIN
WAS PASSED ON TO THE INITIAL INQUIRER W. CHARLES CRANSTON
AT A MEETING AT EMBASSY AUGUST 7. ALSO PRESENT WAS THOR
RONHOVDE (NORWEGIAN), MANAGER OF SCANSHIP. FOLLOWING
INFORMATION WAS DEVELOPED.

2. CRANSTON AND RONHOVDE ARE ACTING ON BEHALF OF STEEN-
COASTERS A/S OF ASSENS IN DENMARK. SHIPOWNER IS STATED
TO BE MR. STEENBERG. A NEW COMPANY IS TO BE ESTABLISHED
USING THESE SHIPS CALLED FAST LINE LTD.

3. PRICE OF ABOUT FIVE MILLION DOLLARS PER SHIP IS CON-
SIDERED REASONABLE. PURCHASER WOULD LIKE TO HAVE CREDIT
TERMS OF 20 PER CENT DOWN, 80 PERCENT CREDIT OVER 10
YEARS. INTEREST RATES TO BE NEGOTIATED. WOULD LIKE TO
GET DELIVERY IN MIDDLE OF 1976 OR EARLY 1977.

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4. FEATURE OF THESE SHIPS IS LONG OPEN HATCH 59 METERS

OF SHIP'S LENGTH OF 103 METERS. TWO SHIP'S CRANES WITH 15-TON CAPACITY EACH. AT PRESENT, SHIPS ARE DESIGNED UNDER GERMAN/LLOYD, BUT BUREAU OF SHIPPING CLASSIFICATION IS REPORTEDLY ACCEPTABLE.

5. SHIPS MUST BE DESIGNED FOR ICE CONDITIONS. CAN USE US EQUIPMENT BUT CARGO HANDLING EQUIPMENT TO BE PROVIDED BY EUROPEAN SOURCES. OWNER WILL PROVIDE TECHNICAL ASSISTANCE ON SITE BY DRAWINGS AND OCCASIONAL PRESENCE SHIP'S CAPTAIN AND ENGINEER.

6. SOURCES STATE OWNER PLANS EVENTUALLY CONSTRUCT 15,000 TON VESSELS OPEN HATCH STYLE.

7. CRANSTON AND RONHOVDE ARE WILLING TO COME TO STATES TO DISCUSS PROPOSAL WITH INTERESTED US SHIPYARDS.

8. COMMERCIAL ATTACHE HOLBROOK WILL BE IN WASHINGTON ON ANNUAL LEAVE MIDDLE OF AUGUST. WILL CONTACT STRAUSS LEON OR JOHN HARDESTY OF EXPORT DEVELOPMENT. HOLBROOK BRINGING 50-PAGE SPECIFICATION ON VESSEL AND SCALE DRAWING.

9. COMMENT: CRANSTON SAYS FULL ORDER BOOK EUROPEAN YARDS FOR YEARS AHEAD HAS MOTIVATED APPROACH TO US YARDS.
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